

Message Text

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PAGE 01 MOSCOW 01948 101440Z

14

ACTION EUR-12

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R 101025Z FEB 76

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 9712

INFO USDOC WASHDC

AMEMBASSY BERLIN

AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY PRAGUE

AMEMBASSY SOFIA

AMEMBASSY WARSAW

USLO PEKING

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E.O. 11652 N/A

TAGS: EEWT, XH

SUBJECT: EAST-WEST FOREIGN TRADE BOARD STUDY: COMPENSATION
ARRANGEMENTS IN EAST-WEST TRADE

USDOC FOR BEWT/DOWNEY

REF: STATE 30097

1. EMBASSY APPRECIATES WASHINGTON'S POSITIVE EVALUATION OF
MOSCOW'S CONTRIBUTION TO STUDY ON COMPENSATION ARRANGEMENTS IN
EAST-WEST TRADE. MOSCOW 1106 WAS JOINTLY DRAFTED BY ECON/COMM
COUNSELOR MELENCAMP AND COMMERCIAL OFFICE DIRECTOR NILES.

2. EMBASSY'S FILES COVERING PERIOD WHEN MONSANTO/LUMMUS
CONTRACT ON ACETIC ACID WAS SIGNED (END NOVEMBER 1973) HAVE BEEN
DESTROYED AND WE DO NOT HAVE PRECISE INFORMATION ON AMOUNT OF
BUY-BACK PRODUCT INVOLVED. WE WILL ATTEMPT TO OBTAIN RELEVANT
DATA FROM VISITING MONSANTO REPS. WE BELIEVE THAT MONSANTO,
RESPONSIBLE FOR TAKING PRODUCT, IS MORE LIKELY TO BE ABLE TO
PROVIDE THIS INFORMATION THAN LUMMUS, WHICH AS WE UNDERSTAND
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IT IS NOT DIRECTLY INVOLVED IN THIS ASPECT OF DEAL. COMPENSATION

ARRANGEMENT FOR MONSANTO/LUMMUS RESEMBLES PROJECTS SUCH AS
CONSTRUCTORS JOHN BROWN (CJB)/UNION CARBIDE POLYETHYLENE DEAL, IN
WHICH UNION CARBIDE HAS SEPARATE CONTRACT (CONCLUDED IN SEPTEMBER
1975 AFTER ALMOST A YEAR OF DIFFICULT NEGOTIATIONS) WITH
SOYUZHKHI EXPORT FOR PURCHASE OF APPROXIMATELY DOLLARS 50 MILLION
WORTH OF POLYETHYLENE.
STOESSEL

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NNN

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